An unfunded pension liability of more than $3 billion is one big reason the stock of automaker Chrysler Corp. is not likely to be snapped up by a corporate raider.

Balance sheet defense

Pension, health care liability protect Chrysler

By Margaret Price

Although its wallowing stock price has spurred takeover rumors, Chrysler Corp. could have some natural poison pills, including the company's large underfunded pension plan.

The unfunded liability of more than $3 billion "makes Chrysler less of a takeover target," said Ronald Glantz, general partner in San Francisco of Montgomery Securities. "About 18 months ago, I asked (Chrysler's Chief Financial Officer) Steven Miller about it and he said, 'It's our hidden takeover defense.' "

A spokesman for Chrysler, Highland Park, Mich., said he had no comment on any rumors or speculation about the company.

Chrysler's share price, now about $19, is just fractions away from its 52-week low and is about half of the company's current book value. This discrepancy between stock price and book value has fueled perceptions the company is undervalued — and thus should be a takeover or leveraged buy-out candidate.

But the underfunded plan and other potential off-balance sheet items, such as good will and an expected huge post-retirement health insurance cost, are deterrents to a raider.

While Chrysler's post-retirement health insurance costs are expected to be obligations in the undefined "billions," according to one analyst, Chrysler's unfunded liability at the end of 1988 came to $3.047 billion, of which only $99.5 million was recognized on the balance sheet. Data in Chrysler's annual report show good will tallied about $1.3 billion, largely connected with Chrysler's 1987 acquisition of American Motors Corp.

"At the end of 1988, Chrysler's book value was $32.58 a share," said Mr. Glantz. But if the company "had recognized the (full pension) obligation on the balance sheet, the book value would have been $19.91 a share. And on top of that is a lot of good will," he said, illustrating why he doubts Chrysler is an impending takeover candidate.

Some analysts believe an out-

Continued on page 34

Stable economy to ring in the new decade

The new decade likely will begin with a wimper, but at least not with a recession, according to most economists surveyed by *Pensions & Investment Age*.

Of the 12 economists interviewed, only one sees a recession as almost certain to happen and another sees a 50-50 chance. The others consider recession a far more remote possibility, and most said if a recession does occur, it will be early in the year.

There appears to be a slowdown in the economy, but no recession, said Lincoln Anderson, associate director-research, at Bear, Stearns & Co., New York.

"You don't have the business cycle peak conditions," he said. Some conditions pointing away from a recession are that interest rates are not rising, inventory/sales are not high and neither household net worth nor the stock market is declining.

"The stock market generally falls in advance of a recession," he said. "The stock market's not down." The market's roughly 25% rise in 1989 will enhance household net worth, he added.

Growth in consumer spending and export activity are good signs for the economy, said Michael Daly, economist at CIGNA Investments Inc., Hartford, Conn. He also expects the Federal Reserve Board to continue easing what had been a tight-money policy. "There's nothing to push us further into a recession," he said.

David Bostian, president of Bostian Research Associates Inc., New York, begs to differ. He sees a 90% chance of a recession starting by June 30 and a 95% chance by the end of 1990.

Although the stock market does not reflect this possibility, his own macroeconomic index, based on 25 factors, shows every economic sector ready to turn down.

"Miracles can happen," he said. "But you can't always count on them. . . . The market is basically fantasizing. It's using the 'it's different this time' scenario."

Among the factors Mr. Bostian sees pointing to a recession are a downturn in manufacturing coupled with a decline in interest rates; satiated consumer demand for goods such as real estate and automobiles; low inventory/sales ratios; and a decline in military spending.

"The one thing that might help to improve the outlook would be a dramatic easing on the part of the Federal Reserve Board," he said. "My suspicion is the Fed has waited too long."

Seeing a 50-50 chance of recession in 1990 is Mickey Levy, chief economist at First Fidelity Bankcorporation, Newark, N.J. It's really too close to call, he said.

"The difference between a recession, with two consecutive declining quarters, and an expansion, with marginal growth, is only statistical noise," Mr. Levy said.

While Mr. Levy sees marginal growth in the gross national product in the new year and Mr. Bostian sees an actual decline, David Levine, chief economist at Sanford C. Bernstein & Co., New York, sees the highest growth rate, 5.3%.

Projections for the inflation rate, as measured by the Consumer Price Index, for the full year range from Mr. Anderson's 3.5% to Mr. Levine's 5.1%.

Continued moderate inflation points toward continued economic growth, said Richard S. Peterson, senior vice president and chief economist at Continental Bank, Chicago. "Surges in inflation have usually led to sharply higher interest rates, which have disrupted consumer and business spending plans," he said.

Mr. Levy is confident about inflation coming down. Decreasing product demand and increasing unit-labor costs are causing corporate profits to decline, therefore forcing managers to constrain wage increases and restructure their companies. These measures will bring down unit-labor costs and inflation, as well as stem the decline in corporate profits, he said.

Geoffrey Dennis, chief international economist for James Capel & Co., New York, agreed unit labor costs and their pressure on corporate profits are the key to low inflation. "What I worry about is when growth picks up again," he said. Then, inflation could move to between 5% and 6% quickly.

Mr. Levine projects the highest interest rates for 1990, both on 91-day and 30-year Treasury securities. In 1989, the Fed stopped tightening up on interest rates, he said. ■

This story was written by Trudy Ring with reports from Hillary Durgin and Terry Williams.

What the experts predict for 1990

Name/Company	GNP 1st half	GNP Full year	Inflation 1st half	Inflation Full year	90-day T-bills June 30	90-day T-bills Dec. 31	30-year Treasuries June 30	30-year Treasuries Dec. 1	Chance of recession in '90 Before June 30	Chance of recession in '90 By Dec. 31
Lincoln Anderson Bear Stearns & Co.	1.20%	1.8%	3.6%	3.5%	7.30%	7.00%	7.30%	7.00%	25%	30%
David Bostian Bostian Research	−1.75	−1.25	3.3	3.9	6.60	6.00	7.40	7.00	90	95
Robert Brusca Nikko Securities	1.5	2.00	3.6	3.6	7.10	7.30	7.25	8.25	30	35
Robert Chandross Lloyds Bank	1.2	1.7	3.8	4.00	7.50	7.50	7.65	7.95	25	25
Michael Daly CIGNA Investments	2.5	2.6	4.00	4.00	6.75	6.75	7.50	7.75	33	33
Robert Dederick Northern Trust	1.2	2.00	4.00	4.00	7.20	7.50	7.75	8.25	35	35
Geoffrey Dennis James Capel & Co.	1.7	2.1	4.5	4.3	7.00	7.50	7.60	8.00	30	30
David Levine Sanford C. Bernstein	4.7	5.3	5.5	5.1	8.50	9.50	9.00	10.00	5	5
Mickey Levy First Fidelity	1.00	1.3	3.5	3.6	6.25	5.60	7.50	7.10	50	50
David Littmann Manufacturers National Bank	0.4	1.2	4.2	4.2	6.80	6.60	7.50	7.65	25	20
Richard S. Peterson Continental Bank	2.2	2.3	4.2	4.3	7.30	7.40	7.75	7.75	10	10
Francis H. Schott Equitable Life	1.5	1.8	4.6	4.5	6.75	7.25	7.50	8.25	25	20

OPINION

Assessing issues for the '90s

With the end of the year approaching, pension executives ought to take a look at the major issues of 1989 and decide which are short-term phenomena and which likely will stay around much longer, requiring more attention and involvement. This brief guide may help put some of these matters in perspective.

Jointly trusteed boards: Rep. Peter Visclosky, D-Ind., plans to hold hearings in February on requiring employers to create jointly trusteed boards to oversee pension funds. His first attempt to have the measure adopted this fall lost in a House of Representatives vote. This proposal would effect every private plan, both defined benefit and defined contribution. It's a short-term phenomenon that should be settled next year, but intensive effort may be needed to head it off.

Taxing pension fund income: Sens. Nancy Kassebaum and Robert Dole, both Kansas Republicans, again are expected to advance their notion of taxing short-term investment gains of pension funds, a proposal they first introduced this year. This proposal, if enacted, would crack the door to eventual taxation of pension investment income in general, an idea that may gain more adherents as Congress looks for more money to spend. This issue could resurface as long as the budget deficit is a problem.

Hostile takeovers and leveraged buy-outs: Pension fund participation in these activities is perceived negatively in Congress. Both the Visclosky and Kassebaum-Dole measures reflect fears the takeover activity and leveraged buy-outs in this decade have been harmful to employees through lost jobs, shareholders through volatile stock market prices and corporations through burdensome leverage weakening their competitive ability. Academic studies suggest otherwise. This is a short-term concern given the current decline in leveraged buy-out activity, and the increasing pension fund interest in re-equitization investments.

Corporate governance: Shareholder involvement through proxy voting is likely to increase. Corporate pension funds largely have been inactive, allowing a small group of public and union fund counterparts to set the agendas. These more active institutions in general have advanced shareholder rights. Corporate executives need to become more involved and to clarify their independence from their corporate management. This appears to be a long-term issue.

Retiree health care: Financing this cost will remain a long-term concern, unlikely to be worked out for years. Congress appears unlikely to provide any tax assistance to fund these benefits while the deficit remains a problem. But corporations ought to continue their effort to seek the use of surplus pension assets for these costs. Even if allowed, the pension surplus would finance at most only a small part of the coverage for most corporations. Meanwhile, corporations ought to fund as best they can through such means as voluntary employee benefit associations. Corporations ought to thank the Financial Accounting Standards Board for raising the issue, even if they disagree with its proposal requiring corporations to place these obligations in their financial statements. It has forced them to recognize how out of control their promises to pay medical benefits have been.

ASIDES

Mike Clowes, *P&I Age*'s editor, pointed out on this page two issues ago that IBM's stock price has fallen so far it is now a value stock. But there's more to the IBM story. IBM Corp. no longer is the biggest company in terms of the total market value of its stock. In fact, it isn't even No. 2. In early November, IBM slipped below Exxon Corp., now the largest in market value. Shortly thereafter, IBM dropped past General Electric Co., now the second largest. At mid-December, IBM ranked third with a market capitalization of $55 billion. American Telephone & Telegraph Co., IBM's longtime rival for the market capitalization lead before the break-up of the Bell system in 1983, now ranks a close fourth.

For most of the 1980s, IBM was the largest company in terms of market capitalization. Its potential for influencing movements in the market was immense; there was a time in this decade when it represented more than 6% of the Standard & Poor's 500 Stock Index. Its dethronement marks a milestone, because its decline has had no noticeable impact on the performance of the market as a whole. In 1989, the S&P 500 is having one of its best years — total return for the first 11 months is 28.43%.

The new rankings show a leveling of the influence of all the big companies in the stock market. Exxon represents only 2.6% of the S&P 500, the smallest share for the largest company followers of the index can recall. The share for all of the big companies has fallen as well. At mid-December, the 10 largest companies in the S&P 500 index represented 18.07% of its market capitalization. At the beginning of December 1982, the top 10 had a 22.75% share. This leveling is a new phenomenon. It points to the danger of relying on one or even a few big companies.

The market value of the S&P 500 was $2.36 trillion in mid-December. In the early years of the decade, it was less than $1 trillion.

IBM's recent price of $95 is the first time the stock sold below $100 since 1984 and a nearly 50% fall from its peak of $175 in 1987.

Since its record high, IBM has lost nearly as much in market value as it now has; since the third quarter of this year, when IBM was still No. 1, it has lost $8.2 billion in market value.

For a long time, people said no one ever got fired for buying IBM, whether it was stock or computers. Well, no more. ■

— Barry B. Burr

Largest companies in market capitalization*

	% of S&P 500 market value
Exxon	2.74
General Electric	2.46
IBM	2.37
AT&T	2.12
Royal Dutch	1.73
Philip Morris	1.68
Merck	1.29
Du Pont	1.24
Bristol-Myers Squibb	1.23
Amoco	1.20
Top 10	**18.07**
Total S&P 500 market value	**$2.36 trillion**

*As of Dec. 14
Source: Standard & Poor's Corp., New York

LETTERS TO THE EDITOR

Quote out of context

To the Editor: I read with interest your article on the Department of Labor Inspector General (*Pensions & Investment Age*, Nov. 27).

I found the overall article of value, but was troubled by the use of a quotation attributed to me.

To put my statement in the proper context, let me note the reporter read to me a number of statements from Mr. Maria that were left out of the article and asked for a comment on the behavior of Mr. Maria.

I made my statement, which some found extreme, in response to the *P&I Age* reporter reading me the following statements by Mr. Maria:

"The failure of the Department of Labor . . . has created a window of opportunity for those who would embezzle and steal from plan participants."

"The draft report of the working group reveals a body whose uninformed views . . ."

"OIG unequivocably disagrees with these recommendations, which are not in the best interests of plan participants and beneficiaries."

"Statements which bring into question the credibility and either the motives or the competence of this working group and the full Advisory Council."

"The specious and biased reasoning of one member of the working group."

"The chairman of the working group and those who agree with him are ignoring the intent of Congress, and appear to be preoccupied with being apologists for the industry at the expense of the American worker."

In the light of these statements, I believe my own was appropriate. However, judged as presented in your article next to a most reasonable statement by Mr. Maria, it did not in fact appear to be so.

Therefore, I request that this letter be printed so your readers may be able to assess my comment in the context in which it was made.

Dallas L. Salisbury
President
Employee Benefit
Research Institute
Washington

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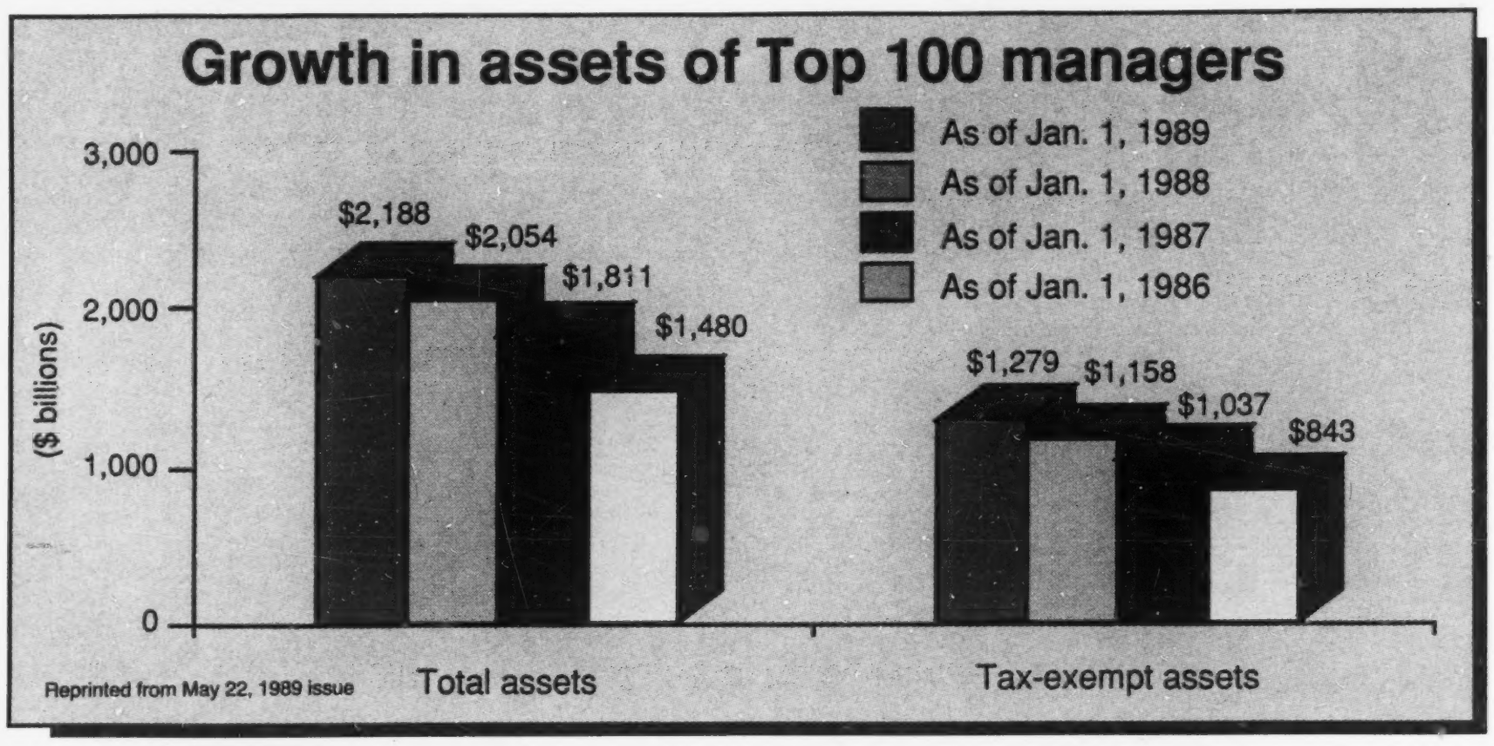
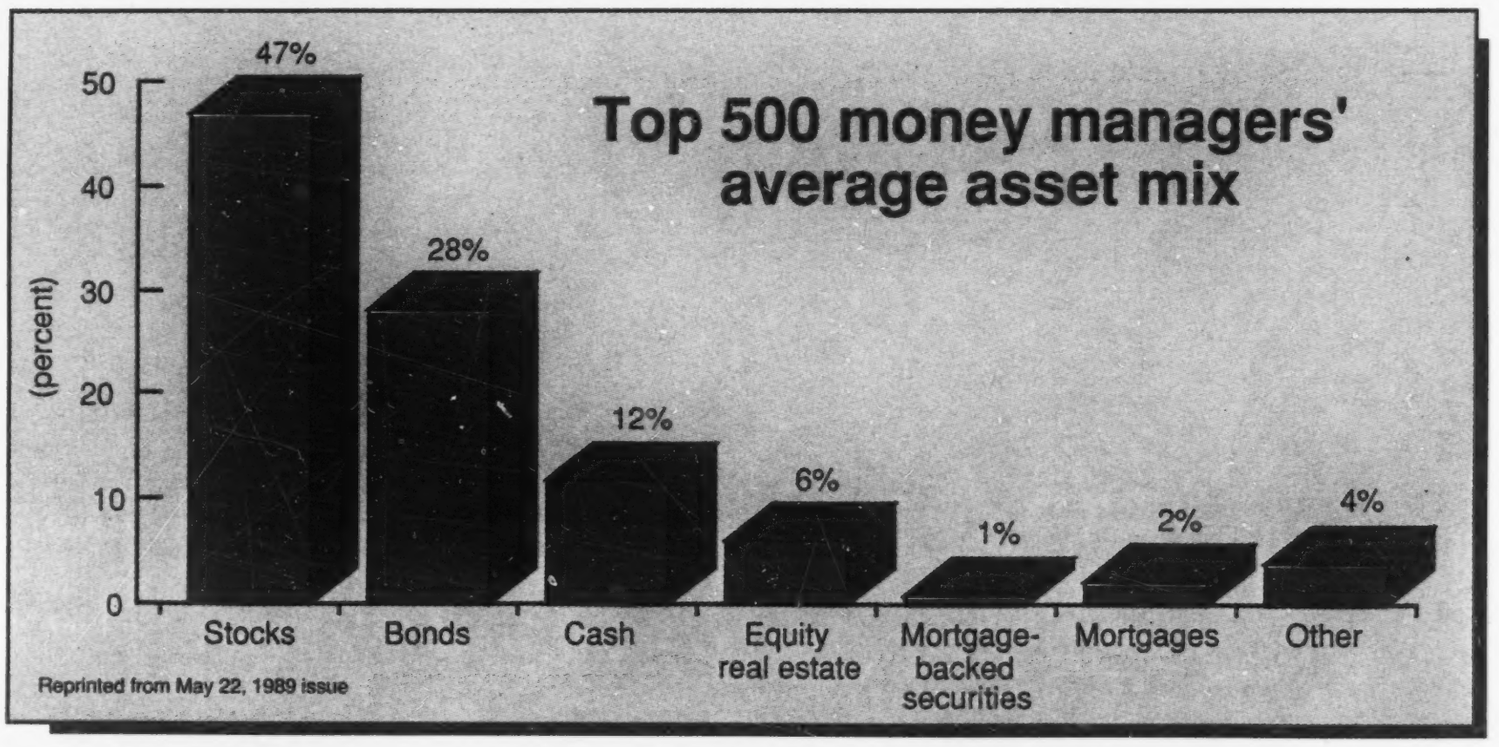
Most recent profile statistics at a glance*

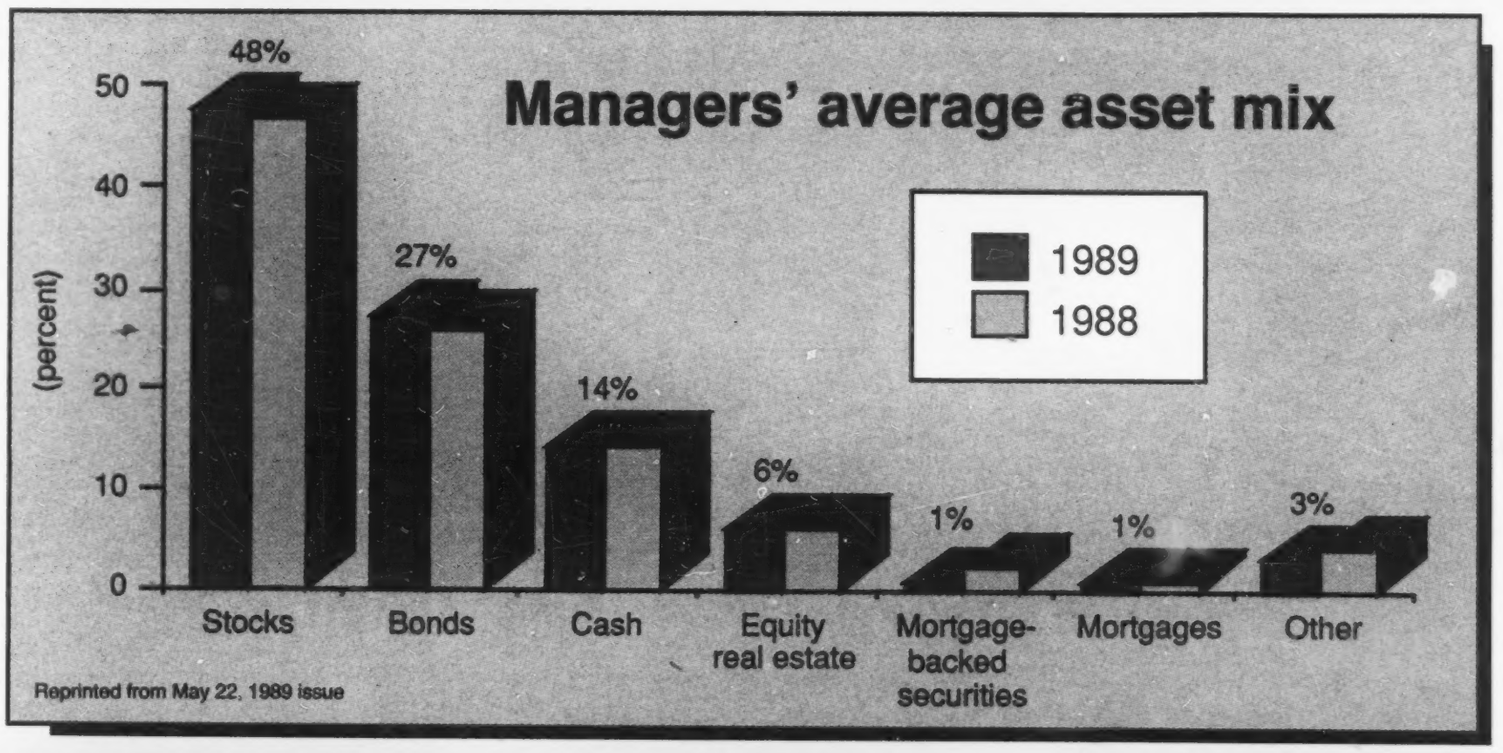
Total managers profiled	1,072
Banks, trust cos. and subsidiaries	217
Insurance cos. and subsidiaries	185
Investment counselors	609
Combined managers	61
Total no. of portfolio managers employed	6,954
Total no. of equity analysts employed	7,145
Stocks watched closely (average)	
By banks	246
By insurance cos.	209
By investment counselors	230
Stocks watched generally (average)	
By banks	748
By insurance cos.	763
By investment counselors	890
Percentage of in-house research (average)	
By banks	54
By insurance cos.	60
By investment counselors	65
No. of managers using options	242
No. of managers using stock-index futures	117
No. of managers using fixed-income futures	130
Total discretionary assets managed ($ millions)	**3,320,870**
Top 500	3,064,324
Top 100	2,188,255
Tax-exempt discretionary assets managed ($ millions)	**1,862,094**
Top 500	1,831,858
Top 100	1,279,076
Tax-exempt discretionary assets managed ($ millions)	
Banks, trust cos. and subsidiaries	611,763
Insurance cos. and subsidiaries	552,549
Investment counselors	717,782
Real estate assets managed ($ millions)	**187,337**
Equity real estate	97,093
Mortgages	90,244
Indexed assets managed ($ millions)	**178,456**
Equity index	136,978
Bond index	41,478
International assets managed ($ millions)	**73,023**
Equity	53,351
Bonds	16,907
Cash	2,765
Assets invested in GICs ($ millions)	**138,350**
Assets invested for 401(k) / 457 plans ($ millions)	**124,631**
Assets invested in dedicated/immunized funds ($ millions)	**65,222**

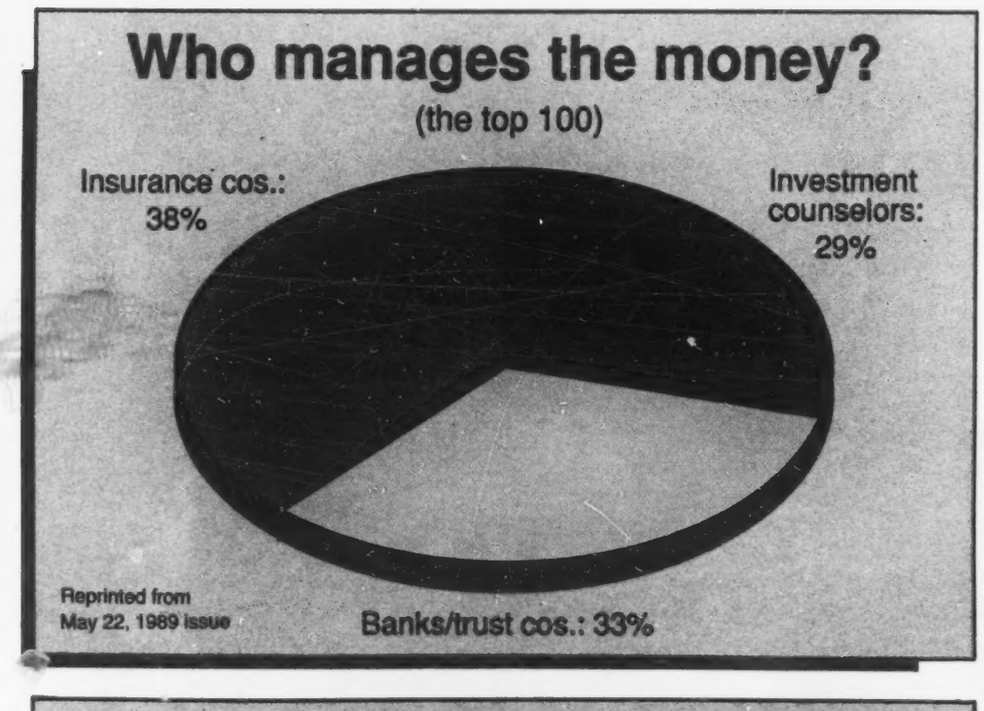
*All other statistics exclude Canadian managers

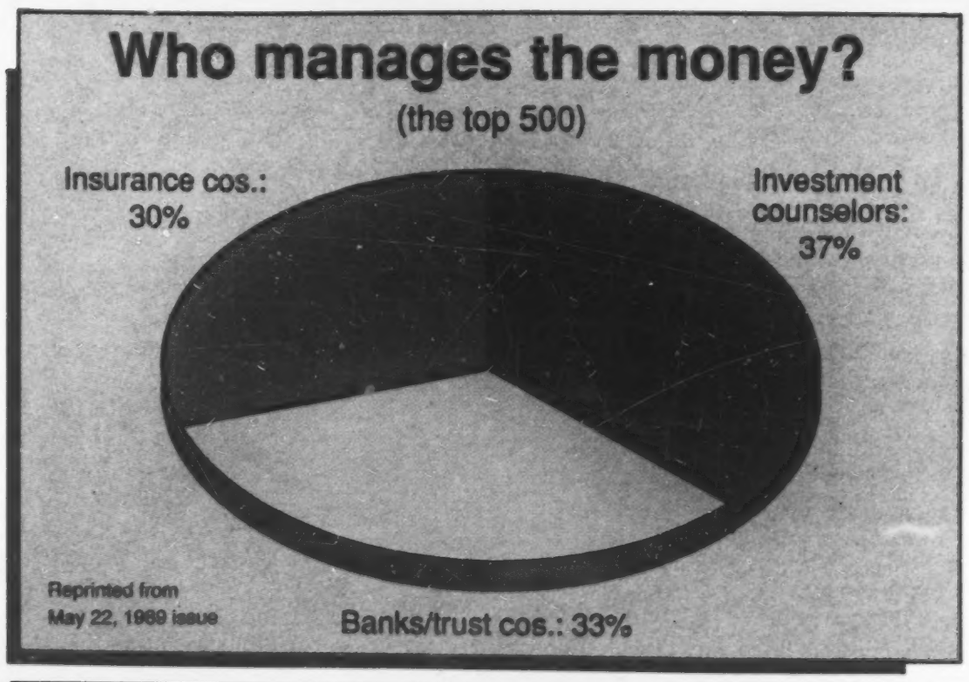
Reprinted from May 22, 1989 issue











Boston Co.	24,500
Morgan Stanley Asset	13,069
Sanford C. Bernstein	11,024
Scudder, Stevens & Clark	10,863
T. Rowe Price	10,846
Fischer, Francis, Trees	10,610
RCM Capital	10,575
Oppenheimer Capital	10,133
Lincoln Capital	9,987
Fayez Sarofim	9,772
Lazard Freres	9,746
INVESCO Capital	9,564
Wellington	9,500
Batterymarch Financial	7,972
Criterion Investment	7,887
BEA Associates	7,469
JMB Institutional	7,400
Brown Brothers Harriman	7,131
Neuberger & Berman	6,968
TOTAL	**289,121**

* discretionary, tax-exempt assets

Reprinted from May 22, 1989 issue

Boston Co.	24,500
Capital Guardian	15,094
Chase	14,800
Northern Trust	14,231
Trust Co. West	13,075
Boatmen's Trust	11,464
American Nat'l/Chicago	10,929
NCNB	10,921
First Chicago	10,594
First Fidelity	10,168
PNC	8,855
Harris Trust	8,724
Chemical Bank	8,686
Bank N.Y./Irving Trust	8,669
Fidelity Mgmt. Trust	7,451
National City	7,355
Ameritrust	7,304
First Interstate	6,477
ASB	5,811
Nat'l Bank/Detroit	5,800
First Wachovia	5,670
TOTAL	**448,049**

* discretionary, tax-exempt assets, including subsidiaries

Reprinted from May 22, 1989 issue

CIGNA	24,023
Pacific Financial	20,455
John Hancock Financial	18,780
The Principal	16,616
New York Life	16,253
USF&G (Chancellor, Axe)	14,025
Mass. Mutual Life	10,700
VALIC	8,431
MONY Financial	7,907
Marsh/McLennan (Putnam)	7,850
Lincoln Nat'l	7,555
Transamerica Investment	6,671
Great-West Life	6,300
Mutual Benefit Life	6,003
Liberty Mutual (Stein, Roe)	5,838
Provident Nat'l Assurance	5,801
Hartford Life	4,700
Continental Assurance	4,562
Nationwide Life	4,457
TOTAL	**503,386**

* discretionary, tax-exempt assets, including subsidiaries

Reprinted from May 22, 1989 issue

U.S. managers' foreign business

How assets are invested

	$ millions
Active equity	23,385.6
Passive equity	4,403.0
Active fixed	13,111.4
Passive fixed	10.0
Balanced*	13,183.5
Real estate	8,534.0
Venture capital	228.0
Cash	3,667.2
Other	9,190.6

* assets might be double counted in equity/fixed allocations

Source of assets by client

	$ millions
Pension funds	7,785.7
Insurance companies	11,193.4
Mutual funds	5,201.7
Corporations	3,911.0
Governments	16,764.5
Banks	2,471.7
Other	10,769.0

Source of assets by country/region

	$ millions
United Kingdom	8,212.1
Japan	13,575.9
Australia	3,604.2
Europe	6,004.3
Canada	2,731.7
Middle East	13,348.0
Other	8,662.8

Reprinted from July 24, 1989 issue

Summary of 1989 proxy votes*

POISON PILL

	For	Against	Abstain
Alexander & Alexander Services	28.5%	62.3%	9.2%
American Cyanamid	28.3	63.8	7.9
Avon Products	39.9	33.2	26.9
Boise Cascade	33.7	63.4	2.9
Bristol-Myers	25.2	60.1	13.7
CSX	33	53.4	13.6
Champion International	46.8	49.2	4
Consolidated Freightways	48.3	44.5	7.2
Halliburton	35.2	51.8	13.1
Kerr-McGee	39	44.2	12.7
Polaroid	16.5	63	20.5
Squibb	33.4	52.6	14
TRW	33.3	64.4	2.3
USAir Group	48.3	48.5	3.2

SECRET BALLOT

	For	Against	Abstain
Allied Signal	25.8%	72.1%	2.1%
American Electric Power	13.8	76.4	9.8
Amoco	19.5	78.9	1.6
Avon Products	27	48.9	24.1
Boise Cascade	32.3	65.9	1.8
Caterpillar	19.8	67.5	12.7
Colgate-Palmolive	18.9	67.4	13.7
Dayton-Hudson	35.8	61.5	2.7
Dow Chemical	21.9	68.9	9.2
GTE	21.3	76.5	2.2
Genlyx	15.3	57	27.7
Gillette	26.1	70.9	3
Honeywell	32.5	66.2	1.3
K mart	36.4	52.5	11.1
Sears Roebuck	28.9	53.3	17.8
[illegible]	12.7	79.6	7.6
McDonald's	37.5	62.7	[illegible]
[illegible]	33.3	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]

Top 10 equity real estate managers*

Firm	$ millions
Equitable Real Estate	9,786
JMB Institutional Realty	8,638
Copley Real Estate Advisors	7,818
Heitman Advisory	5,596
Prudential Real Estate	5,086
Aetna Life & Casualty	4,070
RREEF Funds	3,701
LaSalle Advisors	3,616
GE Investments	3,030
Yarmouth Group	2,820
Total	**54,161**

Top 10 hybrid debt managers*

Firm	$ millions
Aldrich, Eastman & Waltch	2,295
Boston Co. Real Estate	1,651
Balcor	1,515
J.P. Morgan Investment	1,307
Aetna Life & Casualty	1,152
F.I.A. Associates	1,062
Lomas Advisors	741
Alex. Brown Realty Advisors	695
Latimer & Buck Real Estate	663
TCW Realty Advisors	606
Total	**11,687**

Top 10 mortgage managers*

Firm	$ millions
McMorgan	1,100
Latimer & Buck Real Estate	637
Aldrich, Eastman & Waltch	540
L.J. Melody	421
Union Labor Life	414
Equitable Real Estate	293
Prudential Real Estate	239
Lomas Advisors	164
F.I.A. Associates	163
Citicorp Real Estate	146
Total	**4,117**

* Rankings based on tax-exempt assets

Reprinted from Oct. 2, 1989 issue

Top 50 managers ranked by combined international and global account assets

	U.S. $ mils.
1. State Street Bank	5,584
2. Capital Guardian	3,455
3. First Chicago	2,933
4. Batterymarch	2,552
5. J.P. Morgan	2,449
6. Morgan Grenfell	2,404
7. Baring Int'l	2,383
8. Templeton Int'l	2,249
9. GE Investments	2,174
10. Rowe Price-Fleming	2,115
11. Grantham, Mayo	2,111
12. Wells Fargo	1,954
13. Schroder Capital	1,900
14. WorldInvest	1,648
15. Warburg Investment	1,533
16. Nomura Capital	1,529
17. Chase Investors	1,227
18. PCM Int'l	1,217
19. Oechsle Int'l	1,084
20. TCW Global	1,012
21. Fidelity Int'l	1,000
22. N.M. Rothschild Int'l	971
23. Bankers Trust	922
24. Dimensional Fund	885
25. Boston Int'l	826
26. Alliance Capital	804
27. Scudder, Stevens	791
28. Posthorn Global	708
29. Mercator Asset*	700
30. Discount Corp./N.Y.	650
31. IDS Int'l	624
32. Julius Baer	623
33. Mellon-Pictet Int'l	580
34. Kemper-Murray	550
35. Brown Brothers*	515
36. Fiduciary Trust*	505
37. Daiwa Int'l	482
38. Arnhold/Bleichroeder	480
39. Hill Samuel/Investment	403
40. G.T. Capital	394
41. Phillippe Investment	386
42. Nikko Capital	390
43. Capital Research	360
44. Wellington Mgmt.	349
45. SBC Portfolio	342
46. Citicorp Investment	338
47. Globe Finlay	330
48. Capital Mgmt. Int'l	297
49 County NatWest*	280
50. ANB Investment	275
TOTAL	**60,263**

* as of Dec. 31, 1988

Ranking is based on U.S., institutional, discretionary, tax-exempt assets managed

Reprinted from June 26, 1989 issue

U.S. master trust/master custody banks (U.S. $ millions)

Firm	[illegible]	[illegible]	[illegible]
State Street Bank	[illegible]	[illegible]	[illegible]
Bankers Trust	[illegible]	[illegible]	[illegible]
Northern Trust	[illegible]	[illegible]	[illegible]
Chase Manhattan Bank	[illegible]	[illegible]	[illegible]
Bank of New York	[illegible]	[illegible]	[illegible]
Boston Safe Deposit	141,439	48,626	92,813
Mellon Bank	139,225	106,396	31,829
Citibank	104,569	26,247	78,322
Manufacturers Hanover	68,300	27,300	41,000
Security Pacific	59,000	5,000	54,000
Harris Trust and Savings	48,000	45,700	2,300
First Pennsylvania Bank	38,977	4,140	34,837
NCNB Texas	36,100	23,900	12,200
First Wachovia	36,003	29,572	6,431
Nat'l Bank-Detroit	30,165	12,273	17,892
Chemical Bank	21,053	11,612	9,441
U.S. Trust	19,700	14,700	5,000
Continental Bank	18,177	13,367	4,810
C&S Trust	17,925	5,125	12,800
Ameritrust	17,753	4,399	13,354
Wilmington Trust	14,201	13,790	411
Boatmen's Trust	14,137	2,392	11,745
Bank of America	11,485	2,112	9,373
First Interstate-California	11,239	3,871	7,368
LaSalle Nat'l Bank	8,261	771	7,490
First Trust	4,461	2,917	1,544
Security Trust	4,336	679	3,657
First Wisconsin Trust	4,035	2,212	1,823
Norwest Bank Minnesota	3,800	2,700	1,100
Marshall & Ilsley Trust	3,600	1,700	1,900
Trust Co. Bank	3,435	1,312	2,123
Marine Midland Bank	3,100	1,800	1,300
Connecticut Nat'l Bank	1,732	900	832
BancOklahoma Trust	704	373	331
Bank IV	606	574	32
Bank One Indianapolis	427	253	174
First Interstate-Washington	120	120	0
Total	**1,801,232**	**944,700**	**856,532**

Reprinted from Sept. 4, 1989 issue

Top U.S. managers of foreign institutional assets

Name	$ millions
Citicorp	18,373
Chase Investors Mgmt.	6,961
CIGNA	4,080
The Capital Group	3,255
The Yarmouth Group	3,105
Morgan Stanley Asset Mgmt.	2,805
Chemical Investment Group	2,700
Alliance Capital Mgmt.	2,440
Fischer, Francis, Trees & Watts	2,200
State Street Bank & Trust	1,930
Equitable Real Estate	1,611
CIC Asset Mgmt.	1,492
Corporate Property Investors	1,350
Wells Fargo Investment Advisors	1,317
Rosenberg Institutional Equity	1,301
Equitable Capital Mgmt.	1,284
Merrill Lynch Asset Mgmt.	1,076
Manufacturers Hanover	1,060
Schroder Real Estate Associates	775
First Boston Asset Mgmt.	685
Atlanta Capital Mgmt.	499
Batterymarch Financial Mgmt.	411
Scudder, Stevens & Clark	409
Dimensional Fund Advisors	379
Dewey Square Investors	330
Fayez Sarofim	291
Bernstein-Macaulay	250
Templeton, Galbraith & Hansberger	226
Mitchell Hutchins	218
Boston Co.	167
Miller, Anderson & Sherrerd	159
Templeton Investment Counsel	142
Lazard Feres Asset Mgmt.	135
Tyndall-Newport Mgmt.	105
Columbia Mgmt.	72
RXR Capital Mgmt.	64
Burgess Capital	60
BEA Associates	58
TSA Capital Mgmt.	58
GAMCO Investors	45
Harris Trust and Savings Bank	44
Oppenheimer Capital	43
Wellington Mgmt.	43
PCM International	39
Provident Capital Mgmt.	29
Marinvest	19
Massachusetts Financial Services	13
TOTAL	**64,108**

Reprinted from July 24, 1989 issue